**Commercialization Process**

**IDF Intake**
- Signatures
- Complete
- Funding
- Jointly Owned (IIA)

**Expedited Review**
- Impending publication
- Commercial interest

**Provisional Application**

<table>
<thead>
<tr>
<th>Month 1</th>
<th>Month 2-3</th>
<th>Month 4-9</th>
<th>9+ Months</th>
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<tbody>
<tr>
<td>None</td>
<td>Gate 1</td>
<td>Gate 2</td>
<td>Gate 3</td>
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**Gate 1 · 1st Patentability Analysis**

The Patentability Analysis is conducted by outside counsel to determine the potential for filing a defensible patent based on the provisional filing. The Patentability Analysis is a general assessment of the claims* and prior art*. If outside counsel’s analysis is favorable, the invention is moved to Gate 2, Commercialization Assessment. If the patent assessment does not meet the requirements, the inventor will receive formal notification and the invention will be returned to inventor*.

**Gate 2 · Commercialization Assessment**

A preliminary Commercial Assessment is conducted to determine the market potential for the technology, including stage of technology development and regulatory challenges, financial drivers, trends and interest of investors. If it is determined that potential commercial value exists, the technology moves forward to Gate 3, Marketing and Outreach. If insufficient commercial potential is identified, the inventor will receive formal notification and the invention will be returned to inventor*.

**Gate 3 · Marketing and Outreach**

After market interest has been established, a formal marketing campaign is prepared. The type of opportunity is further defined and a target list of interested parties is created. A product sell sheet is designed to help communicate the value proposition of the technology. The sell sheets are then actively marketed by posting them on various technology marketplaces, presenting them at conferences and networking events and sending them to the target list. Results of the outreach and marketing efforts determine whether a full patent is pursued and the technology will be moved to Gate 4, Commercialization and Ongoing Patent Prosecution. If no interest is generated, the inventor will receive formal notification and the invention will be returned to inventor*.

**Gate 4 · Commercialization and Ongoing Patent Prosecution**

During this phase of the process, efforts will be made to progress active discussions with interested parties. Business development efforts will move towards commercial outcomes (e.g. license, spinout company, or a sponsored research opportunity). Simultaneously, patent prosecution will take place. A patent filing strategy is decided. Responding to office actions, restriction requirements, electing which countries to enter during National Phase and paying maintenance and annuity fees are just a few of the decisions that need to be made to ensure proper protection of a technology while maximizing the value of the patent portfolio as a whole. These decisions are based in part on securing a commercial outcome. At each patent prosecution decision point a review will take place. If the technology is no longer commercially viable, the inventor will receive formal notification and the invention will be returned to inventor*.

**Yes**

With a favorable patentability analysis and commercial assessment, the CRI will proceed with its Business Development* process by either fostering a spinout company, concluding a license, or other engagement with an industry partner.

**Maybe**

Sometimes additional information is required before a final decision is rendered on how to proceed with an invention. The inventor will accordingly be asked to help provide the additional information.

**No**

If at any stage, the invention does not meet the standard set for any review gate, the ownership and responsibility for subsequent prosecution is turned back to the inventor.

This initial decision process is conducted within a 9 month timeframe, allowing the inventor sufficient time to decide whether or not to continue with patent proceedings if the technology is turned back.

* Please refer to the Glossary of Intellectual Property Terms.
Northeastern University’s Center for Research Innovation (CRI) is an impact-driven initiative bridging the gap between laboratory research and need-based solutions. The CRI serves as the University-wide portal between industry and leading-edge innovations from Northeastern’s use-inspired research portfolio. A majority of the CRI staff has prior entrepreneurial experience, creating an agile and responsive team focused on the translation of University innovations into tangible solutions through licenses, spin outs and collaboration. The CRI’s dedication to establishing ongoing dialogue with industry informs Northeastern’s progressive research, enabling a productive balance between exploration and implementation.

**CRI can help you:**

- Inform your research with corporate context and market needs, increasing your entrepreneurial acumen and visibility.
- Facilitate connections among the Northeastern community through educational mentoring, funding and commercialization opportunities.
- Navigate the technology transfer process with commercialization-friendly policies and procedures.
- Identify funding programs to accelerate the translations of your innovations to market.
- Plan product launch and business growth through our business development services.

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